

Message Text

UNCLASSIFIED

PAGE 01 BONN 07047 272212Z

22

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 017548

R 271711Z APR 76
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 8399

UNCLAS BONN 07047

E.O. 11652: N/A
TAGS: BFOL, GW
SUBJECT: ADS FOLLOW-UP FOR STA-LUBE, INC., COMPTON,CAL.

REF: USDOC OM OF 3/24/76
CD-144 OF 2/4/76
BONN 12435 OF 8/1/75
BONN 11262 OF 7/11/75
BONN 09140 OF 6/6/75

FOLLOWING COMMENTS WERE RECEIVED ON SUBJECT FOLLOW-UP:

1. BREMEN: DURING TELCON WITH FIRM BREMEN WAS INFORMED THAT DIERSCH & SCHROEDER WROTE FINAL LETTER TO STA-LUBE ON JANUARY 21, 1976, STATING THAT (A) COMPETITION IN THE GERMAN MARKET FOR OFFERED PRODUCT IS VERY STRONG, AND (B) THE GERMAN FIRM DOES NOT HAVE THE NECESSARY RESOURCES TO SUCCESSFULLY INTRODUCE STA-LUBE'S PRODUCTS IN THE GERMAN MARKET.

2. FRANKFURT: THE ONLY PROSPECTIVE CONTACT IN OUR DISTRICT, ADDITAN GMBH, 5241 GEBHARDSHAIN, DECIDED NOT TO TAKE ON THIS LINE DUE TO THE FACT THAT COMPETITIVE PRODUCTS FROM OTHER EEC COUNTRIES (MAINLY THE NETHERLANDS AND FRANCE) AND FROM DOMESTIC SOURCES ARE REPORTEDLY MUCH MORE ATTRACTIVE IN TERMS OF PRICES, BONUSES, TERMS OF DELIVERY.

3. HAMBURG: THE FOLLOWING FIRM EXPRESSED INTEREST IN
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CORRESPONDING:

H. GRUENEWALD & CO.
TROSTBRUECKE 1
2000 HAMBURG 11
CONTACT: HERR H. GRUENEWALD.
APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
HILLENBRAND

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 27 APR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976BONN07047
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760160-1035
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Handling Restrictions: n/a
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Previous Handling Restrictions: n/a
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Review Comment: n/a
Review Content Flags:
Review Date: 24 MAY 2004
Review Event:
Review Exemptions: n/a
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Margaret P. Grafeld
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04 MAY 2006

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Review Withdrawn Fields: n/a
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TAGS: BFOL, GE
To: COM
Type: TE
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